Only heavies show gain over '79

3-month registrations dip to four-year low

Continued from Page 8

95 units were registered, 97.6 percent fewer than the year-ago 3,899.

Group 4 units are mainly motor-home chassis and Dodge accounted for 91 of the total and imports the other four. A year ago, all 3,899 units carried a Dodge nameplate.

The only other weight class than Group 7 to show a gain in the first quarter was Group 5, but the increase was so small it was almost unnoticeable. The total was 591 units, compared with 579 a year ago.

Total medium-truck registrations dropped 59.6 percent below last year's count, sliding from 37,685 to only 15,220 units.

Light-truck tallies over the three-month span totaled 595,955 units, down 24.4 percent from last year's 788,386. Registrations were off in all three of this segment's three groups.

• Because it includes the Japanese-built compact pickups, the smallest decline was suffered by Group 1. The three-month total was 288,821 units, off 3.4 percent from the 299,041 registered in the same period in 1979.

The Group 2 count was down 36.1 percent, with the collapse of the RV market the major contributor to the slide. The total was 305,148 units, compared with 477,564 a year ago.

Only 1,986 Group 3 trucks were registered in the first quarter, a decline of 83.1 percent from last year's 11,781 units.

Again because of the increase in sales of the compact pickups imported from Japan, the miscellaneous group had the biggest increase in penetration in the first three months.

There were 76,163 registrations accounting for 11.53 percent of the industry total, up 5.59 percentage points over the year-earlier 5.94 points on 51,935 registrations.

Dodge, Ford and Chevrolet suffered losses in share of total tallies ranging from 1.5 to 2 points. Small gains in penetration were achieved by most of the heavy-truck producers.

Group 7 surge keeps heavies ahead of '79 pace

Continued from Page 8

percent over the year-earlier 10,852. With the growth in demand for mid-range diesel power, many trucks previously classified as Group 6 vehicles have moved into the heavier Group 7 category.

At the same time, registrations of Group 8 trucks have sagged dramatically from last year's record levels. In the first three months, 29,812 new units were tallied in the U. S., down 20.5 percent from the year-ago 37,484.

Ford strengthened its hold on the heavy-truck leadership in March, and ended the first quarter with nearly a 2,000-unit margin over International. The latter did not build a single truck in the first quarter because of the UAW strike, which started last November and was settled in April.

Ford had 10,620 registrations in the first quarter, compared with 8,880 for International. A year ago, the latter was No. 1 with 45,165 tallies and Ford was runnerup with 8,975.

This year, Ford increased its share of total industry registrations by 2.86 percentage points, from 18.57 percent to 21.43 percent. International's share plunged 11.38 points to 17.92 percent, compared with 29.30 percent in the same period in 1979.

NEW TRUCK REGISTRATIONS BY MAKE AND GVW CLASS

THREE MONTHS, 1980 vs. 1979★

		Group 1 6,000 pounds and less	Group 2 6,001-10,000	Group 3 10,001-14,000	Group 4 14,001-16,000	Group 5 16,001-19,500	Group 6 19,501-26,000	Group 7 26,001-33,000	Group 8 33,001 and over	Make Totals
AUTOCAR	**March, '80**	.....	.....	.....	.....	.....	.....	.....	**169**	**169**
	March, '79	.....	.....	.....	.....	.....	.....	.....	195	195
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**462**	**462**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	450	450
BROCKWAY	**March, '80**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	March, '79	.....	.....	.....	.....	.....	.....	.....	1	1
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	2	2
CHEVROLET	**March, '80**	**33,026**	**31,205**	**112**	.....	**148**	**976**	**1,321**	**276**	**67,064**
	March, '79	43,699	56,648	1,581	.....	156	3,131	180	408	105,803
	Year to Date '80	**95,493**	**100,218**	**656**	.....	**449**	**3,282**	**3,894**	**893**	**204,885**
	Year to Date '79	116,702	157,078	1,875	.....	372	7,934	530	1,007	285,498
(Memo Units)#	**March, '80**	**15,702**	**9,169**	.....	.....	.....	.....	.....	.....	**24,871**
	March, '79	20,043	16,589	.....	.....	.....	.....	.....	.....	36,632
	Year to Date '80	**46,014**	**30,762**	.....	.....	.....	.....	.....	.....	**76,776**
	Year to Date '79	50,792	46,185	.....	.....	.....	.....	.....	.....	96,977
DIAMOND REO	**March, '80**	.....	.....	.....	.....	.....	.....	.....	**10**	**10**
	March, '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**23**	**23**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
DODGE	**March, '80**	**8,485**	**11,407**	**496**	**83**	.....	.....	.....	.....	**20,471**
	March, '79	9,150	19,538	5,258	1,344	.....	.....	.....	.....	35,290
	Year to Date '80	**22,579**	**33,746**	**1,144**	**91**	.....	.....	.....	.....	**57,560**
	Year to Date '79	22,020	56,300	9,687	3,899	.....	.....	.....	.....	91,906
(Memo Units)#	**March, '80**	**5,891**	**7,098**	**66**	.....	.....	.....	.....	.....	**13,055**
	March, '79	5,478	10,250	3,837	.....	.....	.....	.....	.....	19,565
	Year to Date '80	**15,199**	**21,071**	**298**	.....	.....	.....	.....	.....	**36,568**
	Year to Date '79	12,876	28,418	6,665	.....	.....	.....	.....	.....	47,959
FORD	**March, '80**	**21,830**	**39,582**	**48**	.....	.....	**1,691**	**2,829**	**1,246**	**67,226**
	March, '79	25,971	67,196	18	.....	.....	4,658	1,416	1,895	101,154
	Year to Date '80	**64,102**	**127,287**	**182**	.....	.....	**4,369**	**7,069**	**3,551**	**206,560**
	Year to Date '79	70,108	195,484	59	.....	.....	13,904	3,784	5,191	288,530
(Memo Units)#	**March, '80**	**9,322**	**12,034**	.....	.....	.....	.....	.....	.....	**21,356**
	March, '79	11,062	20,326	.....	.....	.....	.....	.....	.....	31,388
	Year to Date '80	**27,589**	**39,432**	.....	.....	.....	.....	.....	.....	**67,021**
	Year to Date '79	29,112	60,132	.....	.....	.....	.....	.....	.....	89,244
FREIGHTLINER	**March, '80**	.....	.....	.....	.....	.....	.....	.....	**1,073**	**1,073**
	March, '79	.....	.....	.....	.....	.....	.....	.....	1,178	1,178
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**3,033**	**3,033**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	3,102	3,102
VOLVO	**March, '80**	.....	.....	.....	.....	.....	.....	**43**	**1**	**44**
	March, '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	**157**	**34**	**191**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
GMC	**March, '80**	**4,397**	**8,485**	.....	.....	**49**	**1,311**	**1,413**	**1,356**	**17,011**
	March, '79	5,838	14,274	49	.....	70	2,102	202	1,600	24,135
	Year to Date '80	**12,944**	**27,318**	**1**	.....	**131**	**2,582**	**4,177**	**4,028**	**51,181**
	Year to Date '79	15,918	41,509	142	.....	202	5,340	455	3,897	67,463
(Memo Units)#	**March, '80**	**885**	**2,579**	.....	.....	.....	.....	.....	.....	**3,464**
	March, '79	1,057	4,206	.....	.....	.....	.....	.....	.....	5,263
	Year to Date '80	**2,685**	**7,773**	.....	.....	.....	.....	.....	.....	**10,458**
	Year to Date '79	2,935	12,288	.....	.....	.....	.....	.....	.....	15,223
INTERNATIONAL	**March, '80**	.....	**1,272**	.....	.....	.....	**779**	**1,023**	**1,416**	**4,490**
	March, '79	.....	1,972	.....	.....	.....	2,168	2,119	3,217	9,476
	Year to Date '80	.....	**4,529**	.....	.....	.....	**3,417**	**4,034**	**4,846**	**16,826**
	Year to Date '79	.....	6,526	.....	.....	.....	5,609	5,826	8,339	26,300
(Memo Units)#	**March, '80**	.....	.....	.....	.....	.....	.....	.....	.....	.....
	March, '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	.....	.....
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	.....	.....
JEEP	**March, '80**	**4,494**	**2,557**	.....	.....	.....	.....	.....	.....	**7,051**
	March, '79	6,940	5,605	.....	.....	.....	.....	.....	.....	12,545
	Year to Date '80	**13,816**	**9,604**	.....	.....	.....	.....	.....	.....	**23,420**
	Year to Date '79	20,563	18,833	.....	.....	.....	.....	.....	.....	39,396
(Memo Units)#	**March, '80**	**4,494**	**1,912**	.....	.....	.....	.....	.....	.....	**6,406**
	March, '79	6,940	2,508	.....	.....	.....	.....	.....	.....	9,448
	Year to Date '80	**13,816**	**7,160**	.....	.....	.....	.....	.....	.....	**20,976**
	Year to Date '79	20,563	8,281	.....	.....	.....	.....	.....	.....	28,844
KENWORTH	**March, '80**	.....	.....	.....	.....	.....	.....	.....	**1,123**	**1,123**
	March, '79	.....	.....	.....	.....	.....	.....	.....	1,261	1,261
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**3,284**	**3,284**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	3,541	3,541
MACK	**March, '80**	.....	.....	.....	.....	.....	**27**	.....	**1,949**	**1,976**
	March, '79	.....	.....	.....	.....	.....	.....	.....	2,606	2,606
	Year to Date '80	.....	.....	.....	.....	.....	**27**	.....	**5,522**	**5,549**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	6,081	6,081
PETERBILT	**March, '80**	.....	.....	.....	.....	.....	.....	.....	**678**	**678**
	March, '79	.....	.....	.....	.....	.....	.....	.....	817	817
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**2,029**	**2,029**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	2,334	2,334
PLYMOUTH	**March, '80**	**2,119**	**847**	.....	.....	.....	.....	.....	.....	**2,966**
	March, '79	1,338	544	.....	.....	.....	.....	.....	.....	1,882
	Year to Date '80	**5,431**	**2,445**	.....	.....	.....	.....	.....	.....	**7,876**
	Year to Date '79	2,887	1,832	.....	.....	.....	.....	.....	.....	4,719
WESTERN STAR	**March, '80**	.....	.....	.....	.....	.....	.....	.....	**164**	**164**
	March, '79	.....	.....	.....	.....	.....	.....	.....	107	107
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**305**	**305**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	216	216
WHITE	**March, '80**	.....	.....	.....	.....	.....	.....	.....	**476**	**476**
	March, '79	.....	.....	.....	.....	.....	.....	.....	1,137	1,137
	Year to Date '80	.....	.....	.....	.....	.....	.....	.....	**1,385**	**1,385**
	Year to Date '79	.....	.....	.....	.....	.....	.....	.....	2,787	2,787
MISCELLANEOUS*	**March, '80**	**26,783**	.....	.....	**1**	**4**	**310**	**136**	**174**	**27,408**
	March, '79	19,254	1	.....	.....	1	162	121	225	19,764
	Year to Date '80	**74,456**	**1**	**3**	**4**	**11**	**857**	**414**	**417**	**76,163**
	Year to Date '79	50,843	2	18	.....	5	420	257	537	52,082
TOTALS	**March, '80**	**101,134**	**95,355**	**656**	**84**	**201**	**5,094**	**6,765**	**10,111**	**219,400**
	March, '79	112,190	165,778	6,906	1,344	227	12,221	4,038	14,647	317,351
	Year to Date '80	**288,821**	**305,148**	**1,986**	**95**	**591**	**14,534**	**19,745**	**29,812**	**660,732**
	Year to Date '79	299,041	477,564	11,781	3,899	579	33,207	10,852	37,848	874,407

★—No Oklahoma and Connecticut registrations, 1980 and 1979; Hawaii, January-March, 1980; Kansas, February and March, 1980; Hawaii, Delaware, Utah, March, 1979.

NOTE: 1980 figures include window vans, 1979 totals do not.

#—Memo units are trucks which are part of the total listed above each entry. Chevrolet memo units are Chevy-Van, El Camino and Blazer; Dodge, compact trucks, Ford, Econoline and Bronco; GMC, Vandura, Jimmy and Sprint; International Scout, Jeep, CJ-5 CJ-7. *—Miscellaneous includes imports, Hendrickson, Oshkosh, etc.

—Compiled from R. L. Polk & Co. data.

IMPORT REGISTRATION SHARES IN U. S.

	FEBRUARY					TWO MONTHS				
	Regis., Feb., 1980	Percent Share of Market	Regis., Feb., 1979	Percent Share of Market	Pct. Pt. Change '80 vs. '79	Regis., 2 mos., 1980	Percent Share of Market	Regis., 2 mos., 1979	Percent Share of Market	Pct. Pt. Change '80 vs. '79
Toyota	47,011	24.20	25,784	17.17	+ 7.03	94,560	23.92	48,288	17.12	+ 6.80
Datsun	40,751	20.97	25,121	16.73	+ 4.24	82,119	20.77	46,726	16.57	+ 4.20
Honda	25,896	13.33	24,685	16.44	— 3.11	53,801	13.61	43,830	15.54	— 1.93
Volkswagen	16,326	8.40	23,282	15.51	— 7.11	34,454	8.71	44,727	15.86	— 7.15
Mazda	11,728	6.04	7,398	4.93	+ 1.11	25,525	6.46	14,117	5.00	+ 1.46
Subaru	9,290	4.78	6,249	4.16	+ 0.62	19,108	4.83	11,894	4.22	+ 0.61
Colt	6,304	3.25	.....	.....	.....	12,438	3.14	9,328	3.31	— 0.17
Arrow	6,207	3.19	.....	.....	.....	11,869	3.00	.....	.....	.....
Fiesta	6,127	3.15	5,025	3.35	— 0.20	11,767	2.98	.....	.....	.....
Mercedes	3,944	2.03	3,547	2.36	— 0.33	8,534	2.16	7,284	2.58	— 0.42
Volvo	.....	.....	3,882	2.58	.....	.....	.....	7,369	2.61	.....
Fiat	.....	.....	3,537	2.36	.....	.....	.....	6,919	2.45	.....
All Others	20,715	10.66	21,644	14.41	— 3.75	41,212	10.42	41,577	14.74	— 4.32
TOTAL	194,299		150,154			395,387		282,059		
Share of U.S. Total		27.82		19.69	+ 8.13		27.31		18.60	+ 8.71

Registrations not available for Oklahoma; delayed for Kansas, Maine and Hawaii

February marks fifth straight month of record highs

Import registrations advance again

By Richard A. Wright
Assistant Managing Editor

Registrations of new imported cars in February set a record for the fifth month in a row, according to figures compiled by R. L. Polk & Co.

New import registrations in February totaled 194,299, up 29.40 percent from 150,154 a year earlier, the previous high mark for the month.

Import penetration of total U. S. registrations was 27.82 percent, highest for any month in history and well above the 19.69 percent share taken by imports a year earlier. The former record was 26.87 percent, set in January.

For the first two months, total import registrations were 395,387, up 40.18 percent from 282,059 last year.

Imports accounted for 27.31 percent of U. S. new-car registrations in the first two months, compared with 18.60 percent last year.

• In February, the Japanese led the surge with front - running Toyota taking 24.20 percent of the import market, a remarkable gain of 7.03 percentage points over its year-earlier share.

Second-place Datsun also posted a large increase, jumping 4.24 points to 20.97 percent. Mazda increased its share by 1.11 points to 6.04 percent, while Subaru took 4.78 percent of import registrations, up 0.62 of a point.

Biggest loser in market share was Volkswagen, which saw its portion fall 7.11 points to 8.40 percent. Honda broke ranks with the other Japanese makers, dropping 3.11 points in market share to 13.33 percent.

Fiesta took 3.15 percent of import registrations in February, off 0.20 of a point, and Mercedes-Benz dropped 0.33 of a point to 2.03 percent.

The top 10 imports accounted for 89.34 percent of February import registrations, compared with 85.59 percent a year earlier. In the first two months, the top 10 took 89.58 percent of the total, up from 85.26 percent last year.

• Japan increased its grip on the U. S. import market in February, accounting for 76.76 percent of registrations, compared with 65.76 percent a year earlier.

Registrations of imported cars in February by country of origin, with year-earlier figures in parentheses, were: Japan, 149,144 (98,736); West Germany, 32,891 (38,529); Sweden, 4,837 (5,105); Italy, 3,259 (4,051); France, 2,666 (1,677), and United Kingdom, 1,502 (2,056).

Registrations by country of origin for the first two months of 1980, (with year-earlier figures in parentheses) were: Japan, 302,421 (182,715); West Germany, 68,351 (74,609); Sweden, 9,996 (9,563); Italy, 6,334 (7,937); France, 5,095 (3,175), and UK, 3,190 (4,060).

• Registrations of imported trucks in February were up 35.49 percent to 43,962, compared with 32,447 a year earlier.

Registrations of imported trucks in February, with year-earlier figures in parentheses, were: Toyota, 11,641 (6,823); Datsun, 8,867 (6,055); LUV, 7,537 (8,558); Courier, 6,605 (5,855), and others, 9,312 (5,156).

The truck import total for the first two months of 1980 was 87,091, up 35.94 percent from 64,068 last year.

Registrations of imported trucks in January - February, with year-earlier figures in parentheses, were: Toyota, 22,834 (14,583); Datsun, 17,735 (12,855); LUV, 15,767 (15,039); Courier, 13,224 (12,507), and others, 17,531 (9,084).

factories list auction dates

American Motors

May 28—Southern Auto Sales, S. Main St., Warehouse Point, Conn.

May 30—Concord Auto Auction, 824 S. Taft, Mason City, Ia.

Chrysler Corp.

May 27—Hatfield Recon Center, Rte. 309, Hatfield, Pa.; D-A Auto Auction, Waltz Mill Rd., New Stanton, Pa.; Lemay's Recon Center, Rte. 11A W., Laconia, N. H.; Arena Auto Auction, 10355 S. Woodlawn, Chicago, Capitol Auto Auction, 371 N. Beck St., Baton Rouge, La.; South Seattle Auto Auction, 19443 76th Ave. S., Kent, Wash.; Chrysler Leasing Corp. Used Vehicle Marshaling and Auction Center, 3500 W. MacArthur Blvd., Santa Ana, Calif.

May 28 — St. Pete Auto Auction, 14950 Roosevelt Blvd., Clearwater, Fla.; Al Eide's Minneapolis Auto Auction, 1125 A. Nathan Lane N., Minneapolis; Meyer & Sons, 6464 Downing St., Denver.

May 29—Auto City, 440 McClellan Hwy., East Boston, Mass.; Barberton Recon Center, 5075 Wooster Rd. W., Barberton, O.; Big H Recon Center, 918 Asbury, Houston.

May 30—Chrysler Corp. Detroit Marshaling Center, 6501 Lynch Rd., Detroit.

U. S. CAR PRODUCTION

	Week Ended May 24, 1980	Same Week 1979	Week Ended May 17, 1980	May to Date	Jan. 1, to May 26, 1979	Jan. 1, to May 24, 1980
AMERICAN MOTORS	2,978*	3,050	.....	7,148*	51,808*	74,475*
Eagle	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
'78 AMX	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	16,850	24,797	16,397	56,073	397,860	274,989
Plymouth Total	8,050	10,206	7,240	25,487	159,284	126,370
Horizon	3,300	3,634	3,375	11,320	70,106	66,238
Volare	3,400	6,286	2,908	10,425	85,873	46,817
'80 Gran Fury	800	.....	601	2,289	.....	10,189
Caravelle	550	286	356	1,453	3,305	3,126
Chrysler Total	2,150	5,920	2,415	7,658	82,439	35,492
Chrysler	250	2,516	413	1,189	35,778	8,321
LeBaron	1,900	3,404	2,002	6,469	46,661	27,171
Dodge Total	6,650	8,671	6,742	22,928	156,137	113,127
Omni	2,800	3,120	2,745	9,468	62,719	58,565
St. Regis	550	764	644	1,997	13,198	8,309
Diplomat	1,000	1,165	1,049	3,740	22,548	12,756
Aspen	2,300	3,622	2,304	7,723	57,672	33,497
FORD MOTOR	25,155	46,187	17,291	74,852	1,022,997	548,375
Ford Division	18,655	31,056	12,095	54,182	644,336	398,338
Pinto	3,300	3,858	.....	7,973	77,980	41,898
Mustang II/Mustang	4,000	7,161	3,839	14,228	162,318	109,040
Fairmont	6,400	5,889	6,301	21,786	75,754	116,320
Granada	3,000	3,857	.....	6,231	71,108	32,515
LTD II	.....	932	.....	.....	19,567	.....
Thunderbird	.....	7,130	.....	.....	144,659	58,317
Ford	1,955	2,229	1,955	3,910	92,950	40,248
L-M Division	6,500	15,131	5,196	20,670	378,661	150,037
Mercury Total	5,100	11,773	5,196	17,569	287,671	133,792
Bobcat	600	1,222	.....	1,544	20,582	8,876
Capri	1,300	2,340	1,628	5,109	47,783	32,282
Zephyr	2,100	2,060	2,339	7,436	29,500	38,728
Monarch	1,100	2,029	.....	2,251	36,987	10,044
Cougar/XR7	.....	4,122	.....	.....	90,929	20,978
Mercury	.....	.....	1,229	1,229	61,890	22,884
Lincoln Total	1,400	3,358	.....	3,101	90,990	16,245
Lincoln	600	1,711	.....	1,184	45,377	6,010
Versailles	200	247	.....	618	8,547	2,061
Mark VI	600	1,400	.....	1,299	37,066	8,174
GENERAL MOTORS	70,384	120,337	67,260	246,555	2,385,065	1,792,851
Buick Division	16,859	18,242	14,563	52,489	354,901	357,449
Skyhawk	.....	595	.....	.....	10,195	.....
Skylark/'79-'80	4,194	1,790	4,418	15,286	26,296	95,819
Century	4,060	1,432	4,028	14,118	23,312	78,590
Regal	4,860	6,613	4,982	15,207	122,558	92,847
Buick	3,745	6,352	.....	5,135	142,063	69,115
Riviera	.....	1,460	1,135	2,743	30,477	21,078
Cadillac Division	2,145	8,778	3,714	9,026	188,135	93,050
Seville	.....	1,048	668	1,521	24,180	16,725
Cadillac	2,145	5,928	1,989	4,950	124,712	52,833
Eldorado	.....	1,802	1,057	2,555	39,243	23,492
Chevrolet Division	29,205	50,902	32,700	111,740	1,005,550	751,099
Chevette	8,885	9,542	8,910	31,093	159,831	188,659
Monza	4,130	3,300	4,060	13,531	64,531	69,572
Camaro	2,660	5,418	.....	7,889	127,743	56,274
Nova/Citation	8,925	6,521	11,245	32,954	83,202	197,377
Malibu	2,815	8,859	6,370	16,104	181,994	113,323
Monte Carlo	990	3,971	1,320	4,153	118,973	50,240
Chevrolet	.....	12,296	.....	3,302	249,132	56,759
Corvette	800	905	795	2,714	20,144	18,895
Oldsmobile Division	13,063	25,124	8,590	43,444	491,951	343,798
Starfire	.....	398	.....	.....	8,890	.....
Omega/'79-'80	2,213	971	2,367	8,328	12,804	50,780
Cutlass	4,800	13,273	5,401	24,504	240,352	166,974
Oldsmobile	6,050	9,163	.....	8,606	200,157	107,878
Toronado	.....	1,319	822	2,006	29,748	18,166
Pontiac Division	9,112	17,291	7,693	29,856	344,528	247,455
Acadian†	815	344	720	2,568	8,796	11,418
Sunbird	3,229	2,236	3,053	10,406	41,876	62,669
Phoenix/'79-'80	2,746	1,951	3,258	10,537	23,682	57,428
Firebird	1,420	4,064	.....	3,805	95,788	37,932
LeMans	676	2,115	673	2,183	44,681	23,331
Grand Prix	.....	2,522	.....	.....	45,709	23,968
Pontiac	226	4,059	.....	357	83,996	30,709
VOLKSWAGEN	4,375	4,302	4,221	14,564	64,567	82,896
CHECKER	85*	114	86	258	1,869	1,334
Total Cars, N. S.	119,827	198,787	105,255	399,450	3,924,166	2,774,920

CANADIAN CAR PRODUCTION

	Week Ended May 24, 1980	Same Week 1979	Week Ended May 17, 1980	May to Date	Jan. 1, to May 25, 1979	Jan. 1, to May 24, 1980
CHRYSLER CORP.	.....	4,375	.....	3,148	56,741	26,149
FORD MOTOR	5,266	7,531	6,011	20,681	139,137	105,561
GENERAL MOTORS	9,728	11,526	10,428	36,981	257,715	227,173
VOLVO	225	143	225	765	3,669	4,600
Total Cars, Canada	15,219	23,575	16,664	61,575	457,262	363,483
N. American Cars	135,046	222,362	121,919	461,025	4,381,428	3,138,403
N. American Trucks	35,572	91,502	37,054	129,048	1,948,130	949,781
North American Cars and Trucks	170,618	313,864	158,973	590,073	6,329,558	4,088,184

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.

Truck production stays in slump; 64 pct. below '79

U. S. truck production remained at a low level last week as the year-long sales slump continued to slash output.

Last week's truck output was 25,554, down 3.13 percent from the 26,381 built the previous week and a drop of 64.92 percent from the 72,844 assembled in the year ago week.

While all Chrysler and General Motors plants are working normal schedules this week, both Ford and American Motors have plants down.

Ford has extended downtime at three light truck plants, Norfolk and Twin Cities (St. Paul) will remain down until June 2 and Michigan truck (Wayne) will be down until June 9. All three operations closed May 19 and were scheduled to resume production this week.

AMC's Jeep plant in Toledo is closed again this week for the fourth week in a row. An AMC spokesman said the company has been monitoring sales on a week to week basis and has not decided when the plant will reopen.

Freightliner will shut down all of its U. S. assembly and parts plants for two weeks beginning June 9 to balance dealer inventories.

No overtime was scheduled last week because of slow sales and the Memorial Day holiday weekend.

Year-to-date truck production through May 24 was 716,830, a fall of 55.97 percent from the 1,628,165 completed in the comparable 1979 period.

TRUCK PRODUCTION IN U. S.†

	Week Ended May 24, 1980	Same Week 1979	Week Ended May 17, 1980	May to Date	Jan. 1, to May 26, 1979	Jan. 1, to May 24, 1980
CHEVROLET	4,305	23,792	3,991	20,936	507,434	225,660
DODGE/PLYMOUTH	3,800	8,038	3,731	12,791	207,445	62,202
FORD	10,000*	27,970	10,032*	29,088*	577,244	262,218*
GMC	2,242	7,421	3,450	10,699	149,429	71,326
INTERNATIONAL	2,820	3,239	2,808	9,316	62,349	12,133
MACK	450	730	438	1,564	15,739	11,240
WHITE	128	254	158	495	5,545	3,193
JEEP	.....	.....	.....	672*	75,388*	35,833*
AM CORP.	284*	450	284*	966*	9,622*	3,570*
VOLKSWAGEN	625	.....	589	2,060	.....	11,695
MISCELLANEOUS	900*	950	900	3,060	17,970	17,760
Total Trucks, U. S.	25,554	72,844	26,381	91,647	1,628,165	716,830

CANADIAN TRUCK PRODUCTION

	Week Ended May 24, 1980	Same Week 1979	Week Ended May 17, 1980	May to Date	Jan. 1, to May 26, 1979	Jan. 1, to May 24, 1980
CHRYSLER CORP.	832	2,187	1,060	3,371	31,963	16,251
FORD MOTOR	3,140	4,668	3,307	12,457	119,139	80,403
GENERAL MOTORS	4,752	5,838	4,858	18,061	129,716	116,905
AMERICAN MOTORS	744	974	894	1,638	26,824	11,015
INTERNATIONAL	440	378	447	1,505	9,006	5,959
MACK	45	35	42	146	1,582	1,102
WHITE	65	78	65	223	1,735	1,316
Total Trucks, Canada	10,018	14,158	10,673	37,401	319,965	232,951
N. American Trucks	35,572	91,502	37,054	129,048	1,948,130	949,781

**—Revised. †—Now includes van production.
Jeep includes commercial vehicles only. AM General includes government-destined vehicles.

Canadian output of cars, trucks declines again

For the second week in a row, both car and truck production in Canada declined from a week ago and a year ago.

Auto output last week of 15,219 fell 8.67 percent from the 16,664 of the previous week and dropped 35.44 percent from the 23,575 built in the comparable 1979 week.

Year-to-date car production of 363,483 is a 20.51 percent decline from the 457,262 assembled by this date in 1979.

Production of trucks last week totaled 10,018, a decline of 6.14 percent from the 10,673 assembled in the previous week, and a drop of 29.24 percent from the 14,158 built in the same week of 1979.

Year-to-date truck production of 232,951 is a decline of 27.19 percent from the 319,965 produced by this time in 1979.

Chrysler Corp.'s auto assembly plant, which so far in May has worked only one week, is scheduled to begin production with a single shift today (May 26). Chrysler's truck assembly point will work a regular schedule this week.

American Motors' Jeep plant in Brampton will work a regular schedule this week.

General Motors' Oshawa car and truck plant will be down for one week beginning today (May 26). GM's Scarborough van plant closes today for three weeks.

Automotive News

Detroit, June 2, 1980

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28 L-M deals in Chicago quit NADA; blame import stance

By Richard A. Wright
Assistant Managing Editor

Dealer rebellions are nothing new to the auto industry, but the newest uprising is aimed not at the factories but at the dealers' own organization — the NADA.

The first formal shots of the revolution were fired by the Chicagoland Lincoln - Mercury Dealers Assn. in a letter to NADA in which the group's 28 members resigned from the national organization en masse.

The Chicago dealers—and a number of others around the country—are upset by NADA's refusal to support import restrictions or to push any of a number of plans to curtail Japanese imports into the U. S.

"This letter will serve as official notice of the withdrawal of the Chicagoland Lincoln-Mercury Dealers Assn. from the NADA and of our termination of all formal and informal relations," the letter said.

Describing NADA's response to what the dealers see as grievances critical to their survival as "meek, lukewarm, equivocating and unproductive," the letter stated:

"We are being squeezed into insolvency by the economy, inflation, governmental mandate and most of all by the unimpeded influx of foreign cars, mostly Japanese. No steps are being taken to protect our domestic industries from the barbarous practices of these international giants, although they protect their own industry through stiff tariffs."

• The letter said that the auto industry is only the current victim and that the U. S. has already lost leadership in electronics, steel, microprocessors and textiles.

"In response to this cancer, the NADA has refused to support import restrictions, product content, tax credits for car purchases or other methods of repelling this invasion," the letter said.

"The fact that foreign dealers and duals are part of the NADA shouldn't blind you to the realities of the crisis and the part that you should play in it. Your domestic dealers look to you to represent them to the public, the government and foreign industry. We can't lobby, but you can."

The letter concluded that rather than support NADA with their dues, support and partici-

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Downsized elegance

A new New Yorker for 1981

The Chrysler New Yorker has been re-downsized for 1981, by nearly a foot-and-a-half. With a length of 205.5 inches and a 112.7-inch wheelbase, the '81 version features a choice of six or eight-cylinder engines plus a wealth of luxury appointments inside and out. Its last downsizing was for the 1979 model year.

GM '81 program: Prepaid interest, 3 pct. holdback

General Motors is announcing a new floorplan - holdback program which will become effective with the 1981 model year. Dealers will get interest credit payments up front and the holdback will be set at 3 percent.

Robert D. Burger, vice president in charge of the GM Marketing Staff, said the new program will give dealers greater flexibility in managing their floor-planning costs.

The new arrangement will guarantee dealers an interest credit equivalent to either 16 or 20 days at the prevailing wholesale interest rate for each vehicle, regardless of when the vehicle is sold. If he sells the vehicle before the 16 or 20 days have expired, he still gets the full amount.

The dealer will pay GM for the vehicle at the expiration of transit time — there will be no more free floor - plan period — and will receive equivalent prepaid interest for the full 16 or 20-day period.

Whether the dealer gets 16 or 20-day prepaid interest depends on whether he elects to have the 3 percent holdback funds paid to him quarterly (16 days) or annually (20 days).

• Under the current program, the dealer pays GM for the vehicle at the expiration of the 15 or 20-day free floor-plan period, or at the time of the sale to a retail customer, whichever comes first.

The dealer gets 15 days free floor-plan if he takes his 2 percent holdback payments quarterly, or 20 days if he takes it annually.

The dealer may also opt for a 3 percent holdback, in which case he gets 25 days free with quarterly payments or 30 days free with annual payment. These plans will all expire at the end of the 1980 model run.

"We believe this new plan addresses many of the needs expressed by our dealers in dealer council meetings, by their representatives on the President's Dealer Advisory Council and in our continuing meetings around the country," Burger said.

Burger met with dealer council members last week before the program was announced and said they believe the plan is a step in the right direction. Dealers had been pushing for 30 days free, but GM said this was too expensive.

• In April, GM announced a 12 percent cap on floor-plan interest for a maximum of 90 days beyond the free-billing period, provided the dealer agrees to take a reduction in the carryover rebate from 5 to 3 percent.

Under the 1981 program, the carryover will remain at 5 percent.

The 12 percent cap does not apply to X-body cars or Corvettes. The new 1981 program will cover all GM cars.

Burger said the holdback program dates back to 1961, when it was introduced at the request of dealers. A number of dealers view the holdback payments as the difference between breaking even and making a profit, but in recent years some dealers have agitated for an end to the holdback on the theory that they, not the factory, should have the use of that money.

However, Burger said that historically the holdback is tied to free billing and that the free billing—and the upcoming prepaid

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Mid-June seen as date for sale of notes

Loose ends delay Chrysler aid

By Helen Kahn
Washington Bureau Chief

WASHINGTON. — Tying up loose ends of the Chrysler aid package is expected to delay until mid-June Chrysler's issuance of government-guaranteed notes worth $500 million, the first drawdown of the $1.5 billion approved by Congress last December.

Last week, 135 banks and insurance companies met with Treasury Secretary G. William Miller and other government officials.

Gordon Areen, president of Chrysler Financial, and Steve Miller, for the parent corporation, also attended the final ironing out of details in what has been described as the biggest and most complex financial deal ever made between government and industry.

Some of the smaller U. S. banks, Canadian banks and European banks have expressed reservations about the possibility that after 1983 Chrysler may use the money from deferral of interest and interest on interest to issue up to $750 million in equity.

But Secretary Miller described that possibility as "quite reasonable" and certainly more attractive than not getting anything, which could happen if the financing package is not accepted.

Miller was also optimistic about Chrysler's rate for borrowing, describing it as "rather attractive" now, certainly better than it would have been a few months earlier.

The reason for the extra week's delay, said Miller, is just the technical details of printing forms and getting signatures from all over the world, although it never became clear why this could not have been done during the 15-day waiting period. But Miller did stress it was "very, very important" to get the financing together as quickly as possible — before Chrysler runs out of money.

• What is now being done is collecting all the pieces of paper —the consents, the waivers, the security mortgages — everything involved in the restructuring of some $1.4 billion of Chrysler debt and $3 billion of Chrysler Financial debt, including sale of 51 percent of CFC.

In addition, public holders of Chrysler's debentures must sign to allow Chrysler to secure its government - backed loans with its principal domestic auto plants, and the government must sign to give up its priority in some state and local transactions giving Chrysler new money.

After all these some 300 lenders — dealers, suppliers, states, localties, Canada, plus banks and insurance companies — consent, waive and agree, then the Chrysler Loan Guarantee Board must reconfirm its conditional approval granted May 10.

While it is true that Chrysler will never be the same, it is not true that the government will

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breaking news

Reilly named to U. S. Isuzu distribution

DETROIT.—John E. Reilly, 53, this week will be named general manager of the Circle-A program, the U. S. distribution project of Isuzu Motors, Ltd. Reilly was a Buick zone manager prior to 1966, when he was named sales manager of Volkswagen of America. Later, he served as general manager of VWoA's Porsche - Audi Division and as vice president, Porsche - Audi operations. He later moved to Mid - Atlantic Toyota and most recently has been a consultant. Isuzu plans to start selling cars and trucks in the U. S. some time after the first of the year. The Japanese auto maker has named Y. Itagaki president of the distribution program.

EPA to grant Ford CO waiver, not GM

WASHINGTON. — EPA is expected to grant Ford Motor Co. a waiver from the 1981 carbon monoxide standard for one year for the 1.3 and 1.6-liter overhead-cam engines it plans to use for its Escort and Lynx series. But EPA plans to deny General Motors a CO waiver from the 3.4 grams per mile '81 standard for its 4.9-liter turbocharged engine for both '81 and '82 models. Volkswagen of America, which had been denied a CO waiver for its 1.6-liter engine, is now asking for a waiver for its newly designed 1.4-liter carbureted open-loop engine for the Rabbit.

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Lowest total for period since 1958

Mid-May sales off 29 pct. from '79

By Jenny L. King
Staff Writer

Detroit's new-car sales continued to sag during what is traditionally a strong time of year in the domestic marketplace.

Mid-May sales slumped almost 30 percent below the year-ago figure, and more than 50 percent from May 11-20 two years ago.

It was the lowest mid-May total since 1958.

Dealers sold 156,386 cars in mid-May this year, down 29.29 percent from 221,178 in 1979 and 52.54 percent from the now almost unbelievable 329,482 of 1978. The daily selling rate averaged 19,548, 29.29 percent below last year's 27,647. There were eight selling days in both periods.

Year-to-date sales now stand at 2,689,568, down 21.32 percent from 3,418,172 in 1979.

Although sales were bad, they could have been worse—like the 15,928 daily sales rate the first 10 days of the month. Presumably they were buoyed a bit by the reintroduction of customer rebates and sales incentive programs. Ford Motor Co. credited its latest rebate effort, which began May 9, with an increase in its sales of full-size and intermediate cars.

Estimated sales for American Motors of 4,200 made it the only major domestic auto maker to post a gain for the period—up 50.00 percent over 2,800 last year. Volkswagen of America broke even, with current sales of 4,603 compared with 4,612 a year ago.

General Motors sales dropped 26.85 percent to 94,798 from 129,588 in 1979. Ford sales of 38,917 were down 33.60 percent compared with 58,611. Chrysler reported a 45.76-percent decline, to 13,868 from 25,567.

GM sales accounted for 60.62 percent of the mid-May market, up from 58.59 percent a year ago. Ford earned 24.88 percent, down from 26.50 percent. Chrysler cornered 8.87 percent, down from 11.56 percent. AMC sales represented 2.69 percent, up from 1.27 percent, and VWoA earned 2.94 percent, up from 2.08 percent.

Of the 13 U. S. makes, only AMC was up for the period. VWoA was off slightly, down 0.20 percent, and Buick came close to matching year-ago sales with a 1.24-percent decline.

All other makes were far from their previous marks. Chrysler was down 52.12 percent, Dodge was down 45.57 percent and Plymouth was down 41.53 percent.

Ford sales dropped 29.66 percent, to 29,267 from 41,606 a year ago. The division's year-ago sales alone were greater than Ford Motor Co.'s corporate sales (38,917) for the period this year. Mercury sales dropped 43.21 percent and Lincoln sales were off 43.45 percent.

Pontiac took the heaviest loss of the GM makes; it was down 49.41 percent. Chevrolet sales dropped 24.44 percent, Oldsmobile was down 24.59 percent and Cadillac was off 28.61 percent.

Chevrolet Citation was the top-selling nameplate for the period, with sales of 10,162 units. It was followed by Chevrolet Chevette at 8,336, Ford Fairmont at 7,739, Ford Mustang at 7,118 and Chevrolet Malibu at 6,365.

DOMESTIC SALES

	May 11-20, 1980	May 11-20, 1979
AMERICAN MOTORS	4,200†	2,800†
Chrysler	2,959	6,180
Plymouth	5,159	8,823
Dodge	5,750	10,564
CHRYSLER CORP.	13,868	25,567
Ford	29,267	41,606
Mercury	8,045	14,167
Lincoln	1,605	2,838
FORD MOTOR	38,917	58,611
Buick	15,104	15,294
Cadillac	5,752	8,057
Chevrolet	42,053	55,657
Oldsmobile	19,144	25,388
Pontiac	12,745	25,192
GENERAL MOTORS	94,798	129,588
VOLKSWAGEN	4,603	4,612
INDUSTRY TOTAL	156,386	221,178

†—Estimated.